The University of Auckland Business School – shaping futures

To prepare you for a successful and rewarding career, the Business School offers a number of undergraduate degree programmes covering all the most important aspects of business today.

We look forward to helping you choose the degree or conjoint degree that will best prepare you for your future career. Alongside your studies, you can expect to have exciting and challenging opportunities for personal development through a huge range of extra-curricular activities. (See page 18–21 for a taste of some of the opportunities we offer.)

You may also be able to complete part of your degree at an overseas university through participation in the University’s 360 International Exchange Programme. (See page 25 for more information.)

I am confident that your time at the Business School will be happy and fulfilling, and that you will gain the skills and knowledge to take your career in any direction you choose.

PROFESSOR SUSAN WATSON
Acting Dean, Business School
The University of Auckland
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The Business School for your future in business

The University of Auckland Business School is committed to delivering high-quality teaching and research in subjects that are forward-focused and relevant to the business world today.

Why study with us?

- The Business School is located in the heart of Auckland, New Zealand’s business capital, in one of its most innovative buildings, with amazing facilities and spaces.
- You will study and make friends with people from many different cultures and communities.
- Choose from a wide range of subjects, covering all the important aspects of business today.
- Take a double major, a popular choice for preparing yourself for a broad range of careers.
- Benefit from the teaching, advice and support of high-calibre academic and professional staff.
- Enjoy a range of fun, industry-focused clubs and organisations that can enhance your skills, expand your social networks and increase employability.
- Experience an exciting new development for students starting in 2021 with the introduction of a capstone course to our Commerce and Property programmes.
- Become one of our graduates who are highly sought after both in New Zealand and internationally, with 95.4% in employment one year after graduating.*

*University of Auckland Graduate Destination Survey 2017.
High ranking and reputation

In the 2019 QS World University Rankings by Subject, the University of Auckland was ranked in the top 100 universities in the world, and as the best in New Zealand in Accounting and Finance, Business and Management, Economics, Commercial Law, Information Systems and Property. The University of Auckland is ranked No. 1 globally in the inaugural Times Higher Education University Impact ratings. These measure how universities perform against the United Nations’ Sustainable Development Goals. The University of Auckland was named Entrepreneurial University of the Year at the 2020 Asia-Pacific Triple E Awards.

Professional recognition

Specialisations in our programmes are recognised by relevant professional bodies, eg, Accounting is recognised by CAANZ, CPA Australia, ACCA and CIMA; the BProp is recognised by RICS, Property Institute of NZ, and the Real Estate Institute of NZ.

Beta Gamma Sigma

The highest achieving students in our Business School programmes are invited to join our chapter of Beta Gamma Sigma – a prestigious Honours Society. This is an opportunity that we are able to offer you as an AACSB accredited business school.

International recognition

The Business School’s Triple Crown accreditation status is held by only five percent of business programmes worldwide. It is an assurance of the highest academic standards and offers global credibility and recognition.

*Times Higher Education and QS World University Rankings 2020
**QS World Rankings: Academic and Employer Reputation, number one in NZ 2019
***QS Graduate Employability Rankings 2019
What’s it like studying at the Business School?

Starting at university is exciting but also offers new challenges. Unlike school, studying at university means being responsible for yourself, planning your study and extra-curricular activities, and managing your own time. Here are a few tips on what to expect in your first year with us.

Lectures and tutorials
In your first year, you will attend lectures or listen to a webcast and then take part in a range of other activities, like workshops, small group tutorials, computer labs and online revision exercises and quizzes. You’ll be able to get further help and advice either one-to-one or in small groups through clinics or tutors.

Practical experience
Our programmes provide many opportunities for you to develop sound written and oral business communication skills. These will help develop your teamwork and project management skills. Reality-based cases and supervised project work will also give you valuable practical experiences.

Exams and assessment
For most courses there are final exams at the end of each semester. However, internally assessed work is also an important part of most final grades. This varies from case studies, essays, seminars and presentations, to group projects, lab exercises and class tests. You’re also expected to spend time completing set readings and preparing case study and tutorial material for discussion in class.

How do I plan my timetable?
Timetables for all courses are available through Student Services Online by the start of each academic year.

What workload can I expect?
You should expect to put in at least 10 hours per week per course. If a course meets for four hours of lectures and tutorials, then you should expect to average another six intensive hours each week to read, study for tests, and prepare assignments. The University’s Student Learning Services provides useful support and advice on how to “study smarter not harder”.

What is a normal course load?
The majority of our courses constitute 15 points. A normal full-time course load is made up of 120 points per year (eight courses of 15 points each.) We recommend that students complete 60 points (4 courses of 15 points each) in their first semester at the University. The maximum load per semester is 80 points. A minimum of 100 points per year is required to satisfy the definition of a full-time course load.

TIPS FOR NEW STUDENTS
“My advice is to get stuck in. You get out what you put into university, so get involved with clubs, meet new people and try to engage with all aspects of University. The Business school gives you some amazing opportunities to network and those connections can really help you going forward in your career.”

Tristan Bettesworth, Bachelor of Commerce/Bachelor of Science Conjoint student
Develop a well-rounded profile to improve your employability

The skills and capabilities you develop during your business studies will give you an excellent foundation for many careers.

The Business School is committed to giving you opportunities to develop as a scholar, leader, innovator and global citizen.

As you study towards your Business degree you can expect to develop capabilities that will enhance your employability and help you make a positive impact on society. You will acquire these capabilities from your courses and through participation in a range of co-curricular activities.

BCom degree

By completing the BCom degree, you will acquire an understanding of specialist fields related to your selected major(s). As well as enhancing your critical thinking and analytical skills, your degree will equip you with strong skills in communication, teamwork, leadership and cross-cultural understanding.

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BProp degree

The BProp degree provides you with applied business skills in property valuation, management, marketing, finance and investment, along with specialist knowledge of property processes. Through your studies you will develop a range of professional skills to prepare you to work in the property industry.

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Having always had a desire to have her own business, Kiri says it made sense for her to study Innovation and Entrepreneurship in her BCom degree.

“The Business School gave me the knowledge I needed to see a business idea come to reality… I was able to set up my own Virtual Assistance business at the start of the year, which I run after hours and in the weekends. This is on top of my full-time job at ASB!

“The highlights of my time at the Business School were the real life projects, including the INFOSYS 345 Business Project and the Innovation and Entrepreneurship projects, where we took an idea and turned it into a business plan that could be used to gain funding or attract investors.”
What can you study?

Our undergraduate programmes are flexible, allowing you to select courses that fit your interests and career aspirations.

**Bachelor of Commerce – quick facts**

- **Full-time:** 3 years
- **Taught at:** City Campus
- **Points per degree:** 360 (24 courses)

The BCom is a flexible business degree that will prepare you for a range of careers. You will also develop your communication, teamwork and problem-solving skills.

**BCom first year**

Your first year consists of:
- Core courses that provide a base to build on with your choice of major(s)
- Additional courses in accounting, business economics or quantitative methods, depending on your choice of major(s), or electives.

**Completing your BCom**

- You can use your first year of study to explore the different majors we offer.
- You can choose one or two sets of advanced courses for a single or double major in your second and third years.
- You will complete two General Education* courses during your studies.

**BCom majors**

Most students choose two complementary BCom majors, unless they are planning a conjoint degree, i.e., combining the BCom with the BProp or an undergraduate degree programme offered by another faculty.

- Accounting
- Business Analytics
- Commercial Law
- Economics
- Finance
- Information Systems
- Innovation and Entrepreneurship
- International Business
- Management
- Marketing
- Operations and Supply Chain Management
- Taxation

You can find more details of majors on p.14 of this prospectus.

**Sample BCom degree structure (for double major)**

For assistance planning your BCom degree study, visit [www.bcom.auckland.ac.nz](http://www.bcom.auckland.ac.nz) or the Business Student Centre

**YEAR ONE:** Six Core and two Major or Elective courses

**YEAR TWO:** One Core, two Major 1, two Major 2, two Major or Elective and one General Education courses

**YEAR THREE:** 1 Capstone, 3 x Major 1, 3 x Major 2 and 1 x General Education courses

*Maximum of two courses from outside the BCom schedule.

Note: the programme structure for 2021 is subject to regulatory approval.
James decided he wanted to work in the property industry while he was at high school, so the University of Auckland Property degree was a natural choice. “I liked the practical and real-life components of the degree. For example, during the Property Valuation course, we went out to an industrial site to do an actual site inspection, valued the property accordingly and produced a report, just like a valuer would. “Networking evenings with the most prominent real estate firms also offered a great opportunity to meet people in the industry.”
“A highlight of my time at the Business School was winning the grand prize at the University of Sydney Business School Real Estate Competition in 2018, and subsequently going to New York to compete.”

James Petherick
Property graduate

Bachelor of Property – quick facts

- **Full-time:** 3 years
- **Taught at:** City Campus
- **Points per degree:** 360 (24 courses)

The BProp is a specialist degree designed to equip you with the knowledge and skills for a range of careers in the property profession in New Zealand and elsewhere in the world. Highlights of the degree are a buddy programme through which you will receive mentoring from senior people in the property industry – and abundant industry networking opportunities.

BProp first year

Your first year consists of:
- Six core courses in business that provide a solid base for your career in property
- Two introductory courses in Property

Sample BProp degree structure

For more detailed course requirements, visit [www.bprop.auckland.ac.nz](http://www.bprop.auckland.ac.nz) or the Business Student Centre

**YEAR ONE:** Six Core courses and two Property Stage I courses

**YEAR TWO:** Eight Property Stage II courses

**YEAR THREE:** Five Property Stage III courses, one Property Capstone and two General Education courses

Note: the programme structure for 2021 is subject to regulatory approval.

Completing your BProp

- Your second and third years comprise more specialised property courses.
- You will also complete two General Education courses in your final year.
- Students enrolling for the first time from 2021 will be required to complete a capstone course. This provides an opportunity to apply your skills/knowledge in a practical context that can be shown to employers.

www.auckland.ac.nz/generaleducation

BProp courses

Courses in the programme include property-related subjects such as:
- Marketing
- Management
- Valuation
- Finance and investment
- Development
- Building surveying

“...winning the grand prize at the University of Sydney Business School Real Estate Competition in 2018, and subsequently going to New York to compete.”

James Petherick
Property graduate

Sample BProp degree structure

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**YEAR TWO:** Eight Property Stage II courses

**YEAR THREE:** Five Property Stage III courses, one Property Capstone and two General Education courses

Note: the programme structure for 2021 is subject to regulatory approval.
Commercial law gives students a deeper understanding of our society, the legislative process and the structure of parliament and the way our laws define how we interact with one another. You gain a depth of legal knowledge on aspects of politics, New Zealand history, philosophy and criminology. Alongside gaining technical skills, Commercial Law courses raise real life questions and pose complex issues.

“The value for me is being able to help clients understand their obligations under statutes or contracts, for example. I enjoy assisting clients to make the most of their legislative environment.”
Planning your first year

In your first year of the BCom or BProp you will complete a set of core Stage I courses and further courses that depend on the major(s) you are planning to take.

Our helpful BCom (page 9) and BProp (page 11) sample structures show you what your first year course plan will look like.

If you are not sure of your major you should plan to include any additional Stage I course that helps you to keep your options open.

What additional courses are required for my majors?

The following BCom majors require the additional Stage I courses listed below:
- Accounting: ACCTG 102
- Economics: ECON 152
- Finance: ACCTG 102 and MATHS 108 (or 150 or 153)

If you need more than two extra courses you should plan to defer them to your next semester of study.

*Should I choose BUSINESS 115?*

BUSINESS 115 is intended for students with no or limited prior study in Economics.
You should enrol in ECON 152 if you have achieved one of the following:
- NCEA – 16 credits in Level 3 Economics with a Merit average including standard 91399 (Demonstrate understanding of the efficiency of market equilibrium).
- Scholarship – pass in Economics
- CIE – B grade in Economics
- IB – 4 out of 7 in Economics (HL) or the equivalent.

Conjoint degrees

Concurrent study of a BCom or BProp with another degree can broaden your knowledge and skills and provide a strong base for an exciting range of career options.

**BCom conjoint options:**
BADvSci(Hons)/BCom; BA/BCom; BCom/BDes; BCom/BE(Hons); BCom/BGlobalSt; BCom/BHSc; BCom/LLB (including Honours); BCom/BMus; BCom/BProp; BCom/BS; BCom/BSportHPE

**BProp conjoint options:**
BADvSci(Hons)/BProp; BCom/BProp; BDes/ BProp; BE(Hons)/BProp; BGlobalSt/BProp; BProp/ BSc; BProp/LLB (including Honours)

Information about the specific requirements for each conjoint degree can be found at www.conjoints.ac.nz

It is helpful to use the conjoint degrees planner for your chosen programme. These can be found at www.business.auckland.ac.nz/degree-planners

Note: the programme structure for 2021 is subject to regulatory approval.

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TIPS FOR NEW STUDENTS

“The clubs you belong to in university really help you to realise your unique skills and aspects of your personality. A lot of companies these days are looking at what you’ve done outside of the classroom, so the different clubs you belong to and interests you have look great on your CV and help you to stand out to employers.”

Terry Chen,
Bachelor of Commerce
Majors and careers

With twelve majors to choose from, a BCom degree will provide you with all the skills and qualifications needed for a wide range of careers in business. The BProp will equip you for many property-related careers in New Zealand and abroad.

Accounting

In Accounting you will learn how to present financial statements that can be used to assist business planning and decision making. You will also learn financial analysis techniques.

Complementary majors

Popular combinations with Accounting include Finance, Information Systems and Information Management, Commercial Law and Taxation.

What are the career paths?

Become an accountant or auditor in a chartered accountancy practice, the public sector, or industry. Or work as a business consultant or financial manager in a manufacturing, service or consultancy organisation. For information about professional accountancy requirements visit www.charteredaccountantsanz.com, www.cpaaustralia.com.au

Business Analytics

Business Analytics involves transforming data into valuable insights, enabling businesses to make effective decisions and gain competitive advantages. This major will equip you with the skills to work with digital data effectively, using state-of-the-art information tools. You will learn how to source and transform data, gain insights using predictive modelling, visualise data and tell compelling data stories.

Complementary majors

Business Analytics complements majors in Accounting, Management, Marketing, and Operations and Supply Chain Management.

What are the career paths?

Potential roles include business analyst/consultant, knowledge manager, project manager, business intelligence consultant, business analytics consultant and enterprise resource planning consultant.

Commercial Law

In Commercial Law you will study the legal frameworks used to make business decisions in the public and private sectors. You will focus on legal problems you may encounter in your career.

Complementary majors

Complementary majors

Commercial Law is a popular second major and complements most other business majors including Accounting, Finance, Marketing, Management and International Business.

What are the career paths?

Depending on your other major, you could become a financial accountant, financial adviser, investment consultant, receiver, regulator or business policy adviser.

Economics

Economics enables you to develop and use frameworks and methods to analyse social and economic issues. You will develop an understanding of strategic decision-making and an ability to view issues within a national or international context.

Complementary majors

Economics complements majors in Finance, International Business, Marketing and Operations and Supply Chain Management. Conjoint degrees with Politics and International Relations, Philosophy, Mathematics and Statistics are also a strong option.

What are the career paths?

Become a consultant for commercial banks or financial institutions; an analyst for the Reserve Bank, Treasury, government departments, consulting firms or research institutes; a trade policy adviser; an international trade consultant; an international business manager; or a financial market analyst. A postgraduate qualification opens up further opportunities.

Finance

In Finance you will learn about capital markets and the financing decisions facing organisations.

Complementary majors

Finance is complemented by majors in Accounting, Economics, Commercial Law and Taxation.

What are the career paths?

Become an investment banker, merchant banker, corporate banker, merger and acquisition specialist, corporate finance specialist, treasury specialist, stockbroker or financial analyst.
Although she initially thought she would study Accounting, Shradha discovered in her first year that she really enjoyed Marketing. Throughout her studies she was supported by her lecturers and tutors to overcome her hearing impairment and flourish at the Business School.

“My lecturers helped me choose my majors and to understand my subjects in depth, and guided me on my career path. I was also offered extra note-taking services and extra time in exams, which was amazing.

“My job is fun, and I apply my learning from Marketing into everyday practice. I speak to individuals from the community directly, build long-term customer relationships, and promote our marketing campaigns all to increase income for this much-loved charitable organisation.”
A long-standing interest in media and public relations led Dalton Valasi to his Marketing major in the BCom.

“Studying Marketing equipped me with the knowledge and experience needed to succeed in this field.

“Understanding the work involved in communicating messages to consumers and fulfilling customers’ requirements was intriguing to me. The responsibility of being the voice of an organisation was also something I wanted to learn about.

“1 did not have a clear career in mind when I chose this major, but during my time studying I realised that I could work just about anywhere. Businesses and organisations are reliant on effective communication to keep the public aware of their presence in the market, as well as how their product or service can satisfy a want or need.”
Information Systems
Learn how information and communications technology can be used to achieve strategic goals. You will focus on developing and using cutting-edge products to solve important organisational problems.

Complementary majors
Popular combinations with Information Systems include Accounting, Management, Marketing, and Operations and Supply Chain Management.

What are the career paths?
Become a business analyst, IT consultant, IT project manager, website designer, information systems manager, business process designer, enterprise resource planning consultant, systems developer, network analyst or security assessor.

Innovation and Entrepreneurship
Develop an understanding of how to test innovative ideas, products or processes, how to finance start-up ventures, and how to sell and market new products and services in New Zealand and internationally.

Complementary majors
Innovation and Entrepreneurship complements majors in all other business-related disciplines, especially Marketing, Finance and Operations and Supply Chain Management.

What are the career paths?
Become an entrepreneur, business developer, product manager, technology transfer specialist, research developer or strategic business analyst.

International Business
Examine how business organisations operate in an international environment. Gain an understanding of the development and implementation of strategy, managerial activities, and organisational issues relating to cross-border activities.

Complementary majors
International Business strongly complements majors in Economics, Management, Marketing, Operations and Supply Chain Management, Finance and Information Management.

What are the career paths?
Become a sales representative, brand manager, marketing manager, sales executive, market researcher, advertising executive, marketing consultant or social media manager across a wide range of organisations, depending on your focus and level of experience.

Operations and Supply Chain Management
Learn to solve complex business problems related to the journey of products from the manufacturer to the customer. Understand techniques for managing and improving the integration of design, resources, processes and customer requirements.

Complementary majors

What are the career paths?
Become an operations analyst/consultant/manager, business process engineer, production and scheduling planner/manager, quality manager, enterprise resource planning consultant, supply chain consultant or change manager.

Property
Develop knowledge and skills across a range of property disciplines, including management, development, finance and investment, valuation, real estate leasing and sales and marketing.

Complementary majors
Strengthen your career options by combining the Bachelor of Property with an undergraduate degree in Commerce, Engineering, Science or Law.

What are the career paths?
Become a property manager for a local or international corporation. Manage commercial and industrial property, or become a registered valuer, undertaking property development and property marketing.

Taxation
Study the New Zealand taxation system and its application in today’s business environment, including how taxation affects accounting practice.

Complementary majors
A major in Taxation combines well with a major in Accounting or Finance.

What are the career paths?
Become a financial accountant or taxation adviser.
Women's Mentoring Programme

The Women’s Mentoring Programme matches female students with mentors from the Business School’s vast network of business women. As well as meeting face-to-face at least four times each year, students and mentors attend a series of networking and speaker events.
Student development

The student development and engagement team offers a wide range of opportunities for students to supplement their studies and maximise their graduate employment options.

The Case Programme

Each year the Business School selects and trains teams of talented students to travel around the world and compete against other universities in case competitions. In each competition the teams are given a real-life business situation and asked to develop a strategy to address the issues. The case teams are allocated up to 24 hours in which to formulate a solution. They present their strategy to a panel of judges comprising a group of prominent business professionals.

The University of Auckland Business School case teams’ outstanding results demonstrate the ability of young New Zealanders to perform on the world stage. The programme confirms our standing in the international business community.

EY Business Student of the Year Award

This award recognises a current Business School student who has displayed excellence in academic performance, communication skills, community service, extracurricular activities and knowledge of world issues.

You'll need to be enrolled in a Bachelor of Commerce or a Bachelor of Property at the University to be eligible. Students enrolled in conjoint degrees are also eligible, as long as one of their degrees is Commerce or Property.

Māori and Pacific Business Student of the Year

Two awards given to one Māori and one Pacific Business School student who have displayed excellence in academic performance, community service, communication skills, extra-curricular activities and knowledge of world issues.

Business School ASB Careers Centre

The Business School ASB Careers Centre has a clear focus on supporting student development. It offers a range of services to assist you with career planning, delivered through a programme of skills workshops, employer interactions and individual support.

The Careers Centre will help you develop your employability and secure a successful and rewarding career when you graduate. You can also visit the University’s Career Development and Employability Services for further support and opportunities.

Passport to Business

Passport to Business is a career development programme that provides selected first-year students with the opportunity to gain a better understanding of themselves and their career preferences. Industry professionals are actively involved in the programme, giving participants the chance to engage with employers.

Employer engagement events

The Business School hosts a wide range of employers and runs a range of events with them, including speed networking, presentations, workshops, boot camps and expos. These activities all provide opportunities for you to develop your skills and meet your potential future employer.
Outside the classroom

There are many clubs and activities to get involved in while you are studying at the Business School.

AIESEC
We are the world’s largest student-run organisation, providing opportunities to become global citizens through overseas internships.

Auckland Land Economics Society (ALES)
Property students, academic staff and property professionals interact and network at several high-profile events each year.

University of Auckland Investment Club (UAIC)
Learn all about investing from experts in the field, and put your knowledge into practice by managing an actual investment fund, with any profits going to charity.

Beta Alpha Psi – University of Auckland Chapter
This is an international honours association for accounting, finance and information systems students and professionals, offering self-development and networking opportunities.

Economics Group
Increase your understanding of economics through weekly discussion sessions with other students and regular guest speaker events.

Management Consulting Club (MCC)
Participate in team-based business competitions locally and internationally. MCC is one of the University’s largest clubs, and has won the Dean’s Award for being an outstanding student organisation.

The Marketing and Design Collective
Take advantage of opportunities to network with marketing professionals and participate in the annual Brand Challenge, speed networking and a variety of workshops and presentations.

Commerce o Pasifika
Commerce o Pasifika is a club for Pacific students at all levels. It offers a supportive social environment to help you enjoy your time at the University and get the most out of your studies.

Commerce Students’ Association (CSA)
This is a forum for discussion, networking, and participation in a range of fun social activities.
Rainbow Business
We are a student-led association that creates social and advocacy opportunities for LGBTI business students.

SavY
We promote good financial habits to young people, through workshops in schools all around Auckland.

Social Innovation: University of Auckland (SINZ UoA)
We promote social enterprise and social entrepreneurship to young people through events, internships and competitions.

Te Mana Pākīhi
We support Māori business students to reach their potential through Manākitanga, Whanaungatanga and Kotahitanga.

Toastmasters
This is a world leader in helping people become confident and comfortable in front of an audience. Overcome your fear of public speaking and have lots of fun as well!

UN Youth on Campus
Broaden your perspective and understanding of local and global issues that are becoming increasingly entwined. Find out what being a global citizen is all about, and meet other like-minded people on campus.

Velocity
The University of Auckland’s entrepreneurship programme encourages innovation and ideas through initiatives such as the $100K Challenge. Since 2003 Velocity has helped to ignite more than 120 ventures that have created 700 jobs, attracted more than $220 million in investment and sold products and services in 35 countries.
Entry requirements

This section provides a brief description of the entry requirements for New Zealand and Australian citizens and permanent residents. All applicants must meet the University Entrance standard and the entry requirements for the programme they wish to study.

For more detailed information and other entry routes, please refer to www.auckland.ac.nz/entry-requirements

NCEA Level 3

Applicants who achieve the New Zealand University Entrance (UE) standard are allocated an NCEA rank score. The rank score calculation is based on the best 80 credits at Level 3 or higher over a maximum of five approved subjects. These credits are then weighted by awarding points attained in each set of credits according to the level of achievement – Excellence (4 points), Merit (3 points) or Achieved (2 points). Up to 24 credits are counted for each approved subject taken at Level 3. The maximum rank score is 320.

NCEA applicants should plan to obtain a minimum of 16 credits in each of three subjects chosen from Table A and/or Table B.

Note: The NZQA approved subject list includes Business Studies. See www.nzqa.govt.nz.

<table>
<thead>
<tr>
<th>Table A</th>
<th>Table B</th>
</tr>
</thead>
<tbody>
<tr>
<td>Classical Studies</td>
<td>Accounting</td>
</tr>
<tr>
<td>English</td>
<td>Biology</td>
</tr>
<tr>
<td>Geography</td>
<td>Calculus</td>
</tr>
<tr>
<td>History</td>
<td>Chemistry</td>
</tr>
<tr>
<td>History of Art</td>
<td>Digital Technologies*</td>
</tr>
<tr>
<td>Te Reo Māori or Te Reo Rangatira</td>
<td>Mathematics**</td>
</tr>
<tr>
<td></td>
<td>Physics</td>
</tr>
<tr>
<td></td>
<td>Statistics</td>
</tr>
</tbody>
</table>

* There are 11 Level 3 achievement standards in this domain, numbered 91632–91642.

** Cannot be used in combination with Calculus and/or Statistics.

Cambridge Assessment International Education

Applicants who achieve the New Zealand University Entrance (UE) standard are allocated a Cambridge international rank score. The rank score calculation is based on the New Zealand Cambridge International score table for up to six subject units at AS level (one subject unit) or A level (two subject units). A maximum of two subject units can be included from any one syllabus group in the table of available syllabus groups, which are broadly equivalent to those in the list of approved subjects for NCEA. If more than six subject units have been taken, the best six scores will be used.

For selection into Business School programmes, performance in Psychology, Sociology and Legal Studies will be taken into account.

A Cambridge international rank score may differ from the New Zealand Cambridge international score table used for University Entrance because only syllabuses that contribute to University Entrance are used for ranking. Thinking Skills and the General Paper will be excluded from the rank score calculation.

The maximum rank score is 420. The following points are awarded for each syllabus group.

<table>
<thead>
<tr>
<th>Level</th>
<th>A*</th>
<th>A</th>
<th>B</th>
<th>C</th>
<th>D</th>
<th>E</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>140</td>
<td>120</td>
<td>100</td>
<td>80</td>
<td>60</td>
<td>40</td>
</tr>
<tr>
<td>AS</td>
<td>-</td>
<td>60</td>
<td>50</td>
<td>40</td>
<td>30</td>
<td>20</td>
</tr>
</tbody>
</table>

CIE applicants should plan to include at least three subjects from Table A and/or Table B.

<table>
<thead>
<tr>
<th>Table A</th>
<th>Table B</th>
</tr>
</thead>
<tbody>
<tr>
<td>Classical Studies</td>
<td>Accounting</td>
</tr>
<tr>
<td>English</td>
<td>Biology</td>
</tr>
<tr>
<td>Geography</td>
<td>Business Studies</td>
</tr>
<tr>
<td>History</td>
<td>Chemistry</td>
</tr>
<tr>
<td>History of Art</td>
<td>Economics</td>
</tr>
<tr>
<td></td>
<td>Mathematics</td>
</tr>
<tr>
<td></td>
<td>Physics</td>
</tr>
<tr>
<td></td>
<td>Physics</td>
</tr>
</tbody>
</table>

International Baccalaureate (IB)

Applicants who achieve the New Zealand University Entrance (UE) standard are allocated a rank score, which is the same as their IB score. For example, if you achieve 27 points for IB, your rank score will also be 27 points. The maximum rank score is 45.
Guaranteed entry requirements for admission in 2021

The table below shows the rank scores required to guarantee entry to the Business School in 2021 for school-leavers who are New Zealand or Australian citizens or permanent residents. Applicants with scores below these will still be considered, provided places are available. For more information, see www.auckland.ac.nz/entry-requirements

<table>
<thead>
<tr>
<th>Programme</th>
<th>NCEA (Level 3)</th>
<th>CIE</th>
<th>IB</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bachelor of Commerce (BCom)</td>
<td>180 with a minimum of 16 credits in each of three subjects from Table A and/or Table B</td>
<td>190 with three subjects from Table A and/or Table B</td>
<td>27</td>
</tr>
<tr>
<td>Bachelor of Property (BProp)</td>
<td>180 with a minimum of 16 credits in each of three subjects from Table A and/or Table B</td>
<td>190 with three subjects from Table A and/or Table B</td>
<td>27</td>
</tr>
<tr>
<td>Conjoint programmes</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bachelor of Arts/</td>
<td>210 with a minimum of 16 credits in each of three subjects from Table A and/or Table B</td>
<td>230 with three subjects from Table A and/or Table B</td>
<td>28</td>
</tr>
<tr>
<td>Bachelor of Commerce (BCom)</td>
<td>275</td>
<td>330</td>
<td>36</td>
</tr>
<tr>
<td>Bachelor of Commerce/</td>
<td>275 with 17 external Level 3 credits in Calculus and 16 external Level 3 credits in Physics, and a minimum of 16 credits in an additional subject from Table A or B</td>
<td>330 with Mathematics and Physics (at A Levels) from Table B and an additional subject from either Table A or B</td>
<td>361</td>
</tr>
<tr>
<td>Bachelor of Commerce/</td>
<td>210, minimum 16 credits in three Table A/B subjects and/or the following languages: Chinese, Cook Island Māori, French, German, Japanese, Korean, Samoan, Spanish, Tongan</td>
<td>230, three subjects from Table A/B and/or the following languages: Chinese, Cook Island Māori, French, German, Japanese, Korean, Samoan, Spanish, Tongan</td>
<td>28</td>
</tr>
<tr>
<td>Bachelor of Commerce/</td>
<td>250 with a minimum of 18 credits in one subject from Table A, and a minimum 18 credits in one subject from Table B, and a minimum of 16 credits in an additional subject from Table A or B</td>
<td>300 with one subject from Table A and one full A level subject from Table B and an additional subject from Table A or B</td>
<td>33</td>
</tr>
<tr>
<td>Bachelor of Commerce/</td>
<td>210 with a minimum of 16 credits in each of three subjects from Table A and/or Table B</td>
<td>230 with three subjects from Table A and/or Table B</td>
<td>28</td>
</tr>
<tr>
<td>Bachelor of Commerce/</td>
<td>210 with a minimum of 16 credits in each of three subjects from Table A and/or Table B</td>
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</tr>
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<td>Bachelor of Commerce/</td>
<td>210 with a minimum of 16 credits in each of three subjects from Table A and/or Table B</td>
<td>230 with three subjects from Table A and/or Table B</td>
<td>28</td>
</tr>
</tbody>
</table>

Alternative entry pathways

- Students with prior tertiary study at a New Zealand or overseas institution
- School-leavers who have studied at an overseas secondary school
- School-leavers from Year 12 who meet the conditions for Discretionary Entrance
- School students aged under 16, with outstanding academic achievement and demonstrated maturity to succeed in a university environment
- Home-school students who have achieved New Zealand University Entrance (UE) standard
- School-leavers seeking selection via the Aspiration to Business admission scheme (See pg 24.)
- Students with relevant work experience who are at least 20 years old on or before the first day of the semester

Applying for credit

Students seeking credit are advised that they will need to support their application with the following information.
- Uploaded copy of academic transcript
- Statement about the degree or diploma structure
- Statement about the grading system
- Detailed syllabus or course outline for each course studied. (This should include a statement about the content of the course, the number of teaching hours, titles of prescribed textbooks and method of assessment.)

Once your application for credit has been processed, you are encouraged to discuss your programme plan with a student adviser.

Academic English Language Requirement (AELR)

The University has an Academic English Language Requirement (AELR) for all its undergraduate programmes. The AELR aims to ensure you have sufficient competence in academic English to support your study at University. You must meet the AELR if you are admitted to an undergraduate programme and you are a domestic student, an international student applying on the basis of a New Zealand secondary school qualification, or an international student applying on the basis of results at another New Zealand tertiary institution.

When should I enrol in the AELR course?

If required, we recommend you enrol in your chosen AELR course in your first semester, alongside BUSINESS 101, and a maximum of two other core courses in your first semester of study.

For further information, see www.auckland.ac.nz/aelr
Targeted admission schemes and scholarships

The University has a range of admission schemes to improve access into higher education for equity groups.

Targeted admission schemes

If you are a Māori or Pacific student, have a disability, or are from a refugee or low socio-economic background, and have not met the guaranteed score, you may be eligible for inclusion in a targeted admission scheme.

www.auckland.ac.nz/utas

Māori and Pacific admission scheme (MOPAS)

This is a special scheme for those who are of Māori or Pacific descent and are either a New Zealand citizen or a permanent resident. It is open to school-leavers or those who have been in the workforce and have few academic qualifications. Applicants without a University Entrance qualification must be aged 20 or older before the first day of the semester.

Applicants who wish to be considered under the MOPAS scheme must indicate this by ticking the appropriate box in their online Application for Admission:

- NCEA rank score ≥ 140 points with at least 14 credits in each of three subjects from Table A or B, or 14 credits in each of two subjects from Table A and B plus at least 10 achievement standard credits in Level 3 Mathematics, Calculus or Statistics
- Or CIE rank score ≥ 130 points with at least a C grade in each of three subjects from Table A or B, or a C grade in each of two subjects from Table A and B plus at least a D grade in Mathematics
- Or International Baccalaureate ≥ 25

Shortlisted applicants may be required to attend an interview. The selection panel will assess the academic background, capability and motivation of each applicant and take into account community involvement and evidence of leadership.

For more information on the scheme and deadlines for applications visit www.business.auckland.ac.nz/mopas or email comenquiry@auckland.ac.nz

Aspiration to Business admission scheme

Special consideration will be given to applicants wishing to enter a university for the first time who meet the minimum requirements for New Zealand University Entrance, based on performance in NCEA or Cambridge International, but who do not meet the general selection standard. To be successful, applicants will need to demonstrate the capability and motivation to undertake study in the BCom or BProp by meeting additional selection criteria.

For more information on the scheme and deadlines for applications visit www.business.auckland.ac.nz/A2B or email comenquiry@auckland.ac.nz

Applying for a scholarship

Each year the University and New Zealand’s business community offer scholarships and awards to students who demonstrate aptitude and excellence in their fields.

We encourage our students to apply for awards in their area of study. Whether you win a scholarship or not, the application process provides networking opportunities and valuable experience that will help to hone your interview skills.

Key undergraduate scholarships available include:

- A range of school-leaver and first-year scholarships
- Inspiring Futures scholarships
- Blair Hargrave / Colliers International Scholarship
- University of Auckland International Student Excellence Scholarship
- Dean’s Leadership Award

www.auckland.ac.nz/business-scholarships

“...“I was awarded the University of Auckland Top Achievers Scholarship, which got me into the halls, all covered, and I was awarded the Kelley Undergraduate scholarship this year, so I’m stoked. My advice when applying for scholarships is, don’t underestimate any of the achievements you’ve done within school. You may not think something counts but put it down anyway. If you’re writing a personal statement, get someone to read it over and make sure you can explain yourself in a paragraph, as that’s far easier for the board to read through and understand. Looking after your grades helps as well.”

OLIVIA HOLDSWORTH

Bachelor of Commerce/ Bachelor of Science conjoint student
Overseas learning opportunities

360 International offers you the opportunity to complete part of your University of Auckland degree overseas. There are more than 120 renowned overseas partner universities participating in this exchange programme, which enables you to attend classes for one or two semesters while earning credit towards your University of Auckland degree.

Tuition fees remain the same while you are overseas, and we have scholarship funds available to support many of our successful applicants.

Countries you could go to on exchange include Australia, Belgium, Brazil, Canada, Chile, China, Colombia, Denmark, Finland, France, Germany, Iceland, Ireland, Italy, Japan, Korea, Mexico, the Netherlands, New Caledonia, Norway, Singapore, Spain, Sweden, Switzerland, Taiwan, UK and USA.

Opportunities include a two-semester cohort programme in which you can study in both the US and China. The programme is supported by the recently launched Sir Owen G Glenn Study Abroad Scholarship.

www.auckland.ac.nz/business-scholarships

The University of Auckland provides an excellent online tool to help you identify programmes that suit your degree, in a country that fits your personal preferences.

www.auckland.ac.nz/360

Global Business and Innovation Programme

The Global Business and Innovation Programme is an exciting initiative by the University of Auckland Business School, the School of Management at the Chinese University of Hong Kong and the Darla Moore School of Business at the University of South Carolina.

Ten places are available each year for first-year Bachelor of Commerce students at the University of Auckland. Ten students from each institution form a combined cohort and study for one semester at each institution.

Scholarship funding is available, including the prestigious $15,000 Sir Owen G Glenn Scholarship and the Prime Minister’s Scholarship for Asia.

www.business.auckland.ac.nz/gbi

BRIAN VERGARA

Global Business and Innovation student
Bachelor of Commerce, International Business and Marketing

“This is an incredible opportunity to further my academic knowledge, deepen my cultural competence and build meaningful worldwide relationships. In my interactions with the students in the cohort, I have come to understand that although our cultural backgrounds may be different, we share in common the willingness to unlock greater opportunities and gain a better understanding of the cultures around us. In essence, this programme is about diversity and the coming together of different individuals to achieve similar goals.”
Frequently asked questions

Find answers to commonly asked questions about the undergraduate programmes at the University of Auckland Business School.

What subjects do I need to have studied at Year 12 and 13?

Study of NCEA Level 3 Statistics (or Cambridge International AS Mathematics) is highly recommended. Students intending to major in technical/quantitative Economics or Finance are advised to study Calculus in Year 13.

Students are advised to include no more than two of Accounting, Economics and Business Studies in their Year 13 programme. Previous study of Accounting and/or Economics at secondary school level is recommended but not essential.

Can I apply for exemption from a course if I get good results in NCEA or Cambridge International?

If you achieve a scholarship pass or excellent results in NCEA or Cambridge International Accounting or Economics, you are strongly encouraged to apply for an exemption or direct entry into a more advanced course. For more information, please speak to an adviser at the Business Student Centre.

Can I transfer between the BCom and BProp degrees?

Yes. The earlier the transfer occurs the more likely a complete transfer of credit will be possible, given the specific requirements of each degree.

Can I transfer into the BCom or BProp from another degree programme?

To be accepted into the BCom or BProp, you will need to meet the minimum GPE* of 3.0. If you choose to transfer in with a partially completed undergraduate qualification you can apply to credit most, if not all, of the courses you have passed as long as they fit the requirements for our BCom and BProp.

How much credit will I receive if I have previously completed an undergraduate degree at another university?

You will be eligible to credit up to 120 points. The exact amount of credit will depend on whether the courses you have studied are similar to those offered within the University of Auckland's BCom or BProp degrees.

www.auckland.ac.nz/prior-tertiary-study

Is it possible to gain entry into the BCom or BProp from the New Zealand Diploma in Business with credit?

If you have completed the NZDipBus with a B grade average you will gain entry with up to 60 points of credit towards the BCom or BProp degree, based on a B grade in approved courses. If you have completed the NZDipBus with less than a B grade average, you will be considered for entry but will not be eligible for credit.

If you have an incomplete NZDipBus with a B grade average over the set of NZDipBus courses studied, you will be considered for entry into the BCom or BProp (without credit).

How much will my degree cost?

If you are starting tertiary study for the first time, you may be eligible for one year of fees-free study.

Tuition fees for 2020 (for domestic students enrolled in a full-time load of 120 points) for the BCom and BProp were approximately $6,726. Fees for 2021 will be set later in 2020.

When do applications close?

The official closing date for applications for entry to the BCom and BProp for Semester One 2021 is 8 December 2020.

Note: Applications to the University of Auckland must be received no later than the published closing date. Applications received after the closing date will be considered on the basis of academic merit, if there are places available.

Got a question?

AskAuckland has answers to frequently asked questions about the University of Auckland. Find information about programmes and courses, applications for admission, enrolment, and much more at www.askauckland.ac.nz

To find out about our wide range of accommodation options, visit www.accommodation.auckland.ac.nz

View our list of extensive scholarships at www.auckland.ac.nz/scholarships

* Grades or marks achieved at other institutions are given a Grade Point Equivalent (GPE). Use our GPE Calculator for an indication of your GPE: gpecalculator.auckland.ac.nz
It’s time to apply

So, you’ve made your decision on what you want to study, and now it’s time to apply. What do you need to do? It’s a four-step process to apply for and enrol in your chosen programme.

1. Apply for admission
   Go online and complete the Application for Admission. If you haven’t already, you’ll be asked to sign up for a new account. It’s easy, and you’ll soon be underway in making your application.
   Some late applications may be considered after the 2020 school results are received but it’s advisable to apply for all programmes you want to enrol in before the closing date (8 December 2020). Late applications may be considered after the closing date if places are available.
   www.auckland.ac.nz/apply

2. Supply supporting documents
   You will receive an acknowledgement email asking you to provide supporting documents (and in some cases to complete other requirements) before your application can be assessed. Remember, you can apply for more than one programme. We’ll be assessing your application, and you can check your application status online any time. Be patient though – an admission decision will be made within four weeks of us receiving the required documents, and some documents can take longer to process than others. If your application is successful, we’ll email you an offer – normally from mid-January.*

3. Accept your offer of place

4. Enrol
   • Once you’ve accepted an offer of a place in a programme, you can enrol in courses on Student Services Online at www.studentservices.auckland.ac.nz
   • Once you’ve signed in, you can view your programme requirements.
   • For more information on how to enrol, visit www.auckland.ac.nz/enrolment

Not sure which courses to take or how to plan your first year?
   • Visit the Business Student Centre.
   • Use a degree planning sheet at www.business.auckland.ac.nz/prospectus
   • Email comenquiry@auckland.ac.nz
   • Come to Open Day on Saturday 29 August 2020.

You need to make sure you pay your fees!
   You’ll find all the details at www.auckland.ac.nz/fees
   Stuck? At any point in the process you can find answers to your questions 24/7 at www.askauckland.ac.nz
   Or there’s someone who can help during business hours at 0800 61 62 63 or at studentinfo@auckland.ac.nz

* If you are not offered a place in the programme(s) of your choice, you will receive an email outlining alternative options. Your final offer of a place depends on two things: your admission to the University (which for school leavers may depend on your final school results) and your assessment by the relevant faculty.

Key dates

Application closing date
8 December 2020

Notification of acceptance
Mid to late January 2021 for Semester One

Semester One
Monday 1 March 2021 – Monday 28 June 2021

Semester Two
Monday 19 July 2021 – Saturday 6 November 2021

Disclaimer
   Although every reasonable effort is made to ensure accuracy, the information in this document is provided as a general guide only and is subject to alteration.
   All students enrolling at the University of Auckland must consult its official document, the current Calendar of the University of Auckland, to ensure that they are aware of and comply with all regulations, requirements and policies.